

panorama



arcade solutions ag, Lucerne:

HIGHTECH UPGRADE FOR 2ND SITE DATA CENTRE

Interview with Thorsten Henning, Fortinet:

CYBERSECURITY: WAIT AND YOU'LL BE THE NEXT VICTIM

Edge computing:

DATA CENTRES – SMART AND MODULAR

CONTENTS

EDITORIAL

03 Uncertain times call for leadership

SPECIAL

04 Datwyler’s new mission statement: **Innovative solutions for a sustainable networked future** – Interview with Adrian Bolliger, CEO, Datwyler IT Infra

REFERENCE PROJECTS

- 06 arcade solutions ag, Lucerne: **Hightech upgrade for 2nd site data centre**
- 08 Salumifici Granterre S.p.A., Modena: **Important contribution to growth and efficiency**
- 10 Ministry of Transportation and Telecommunications, Muharraq: **Significant Strengthening of operational performance**
- 12 Bergman Clinics B.V., Naarden: **A future-proof ICT network**
- 14 Hexagon Metrology GmbH, Wetzlar: **Cable harness solutions for precision measuring instruments**
- 16 SEAX Malaysia Sdn. Bhd., Kuala Lumpur: **Turnkey solution**
- 18 Shanxi Shanyin Beizu Coal Industry Co., Ltd., Beizu: **An intelligent transformation**
- 20 HES-SO Valais-Wallis School of Engineering, Sion: **Maximum security and flexibility**
- 22 Al-Rawaf Contracting, Buraidah: **Smart infrastructure for the digital future**

MARKET

- 24 United Arab Emirates: **GITEX – showcase of innovation**
- 26 China: **Successful participation in the CIIF**
- 27 China: **Conference on AI in the data centre**
- 28 Saudi Arabia: **Branch office officially opened**
- 29 China: **Important awards for Datwyler**
- 30 China: **Focus on the edge**
- 31 Vietnam: **Industry meeting at New Year**
- 32 Austria: **A successful start to the roadshow**
DACH: **Data centre webinars**
- 33 Germany: **Premiere at Embedded World 2025**

KNOW-HOW

- 34 Cybersecurity: **Wait and you’ll be the next victim** – Interview with Thorsten Henning, Regional Director Pre-Sales and Business Development DACH, Fortinet

INNOVATION

- 36 Edge computing: **Data centres – smart and modular**
- 38 Surveillance and security: **AI-assisted drone**
- 39 Data network technology: **Cat.-7 flexible cables with tin-coated braids**

Dätwyler IT Infra AG,
6460 Altdorf / Switzerland, ITinfra.datwyler.com
Dieter Rieken, Marco Müller
Ahmed Abdelaleem, Mutaz Alwohoush, Gerardo Cetrulo, Chen Chen, Yun Jie Choo, Ivan Corsini, Jeroen de Graaf, Ralf Fischinger, Nemy Gapangada, Darrell Lim, Andreas Klodner, Suresh Kumar, Lukas Kurmann, Marco Müller, Dieter Rieken, Jan Svoboda, Maurizio Truglia, Ryan Zhu
TTC wetranslate Ltd., Dieter Rieken
Kathrin Müller
johnen-druck GmbH & Co. KG, 54470 Bernkastel-Kues / Germany
8,000 copies German / English / Chinese
Semi-annually
Al-Rawaf Contracting, Fortinet, Inc., Gulf House Engineering SPC, HES-SO Valais-Wallis School of Engineering, Redlink B.V, Adobe Stock, Datwyler picture library
Permitted only with attribution to © 2025 Datwyler

UNCERTAIN TIMES CALL FOR LEADERSHIP

Dear Readers,

The world is changing fast. Political and economic uncertainties, technological transformation, environmental disasters and social tensions – the challenges confronting companies today are many and are often unforeseeable. In times like these managers are severely tested. It’s no longer enough to manage successfully or make decisions with short-term results. In uncertain times leadership requires courage, vision and a definite ability to show the way.

In my opinion, leadership in uncertain times means one thing in particular: responsibility – towards employees, customers, partners and society. It calls for a clear vision and a strong commitment even when conditions are unstable and the course sometimes has to be reset.

Clarity and communication: showing the way in a crisis

In turbulent times communication is the key tool for all managers. Uncertainty often leads to fear and doubt, both on an individual and on an organisational level. This must be recognised – and transparent communication should be provided about how the company is going to deal with the situation and what steps are planned to keep the company on course in the long term.

I am convinced that clear, open communication creates trust and helps reduce the feeling of disorientation. In a world characterised by fast information and constant change, the ability to send clear messages will be a key skill.

Flexibility and agility: adapting instead of waiting to see

In uncertain times it is crucial that I, as a manager, not only follow long-term goals but also react quickly and flexibly to new challenges. Agility is more than just a fashionable term – it’s a survival factor. At Datwyler, we also constantly check our strategies and strive to adapt them. The best plans are those that can adapt to new circumstances.

This includes recognising that I can’t control everything. Sometimes I have to make fast decisions, even when all of the information isn’t available, and have the courage to admit to mistakes and learn from them.

Humanity and empathy: placing people in the centre

Humanity in leadership is often underestimated. But, it’s of the utmost importance, especially in uncertain times. Our employees too are often faced with fears concerning not only their work but also their personal life. In such times it is important to show empathy, to listen and take care about the wellbeing of your team.



Managers should consider their employees as individuals, whose needs and perspectives must be included in the decision-making process. In my experience, empathy promotes trust and strengthens loyalty to the company. It helps create the security needed for creative ideas and successful problem solving.

Long-term guidance

It might be tempting in a crisis to concentrate only on short-term tasks. But a smart manager never loses sight of the long-term goal. Even in difficult times, companies have to maintain or develop their vision and their values so that they can survive the storm and lay down the tracks for a successful future.

Where is Datwyler IT Infra heading?

We too are facing change – and see it as an opportunity. We have developed our vision and mission to more clearly chart the path to the future. This is not just about technology, but about smart, sustainable and reliable solutions that provide our customers with guidance and ensure their long-term success. I would like to thank everyone who has accompanied us on this journey – with openness, commitment, and trust.

Adrian Bolliger, CEO
Datwyler IT Infra

Maximum security and flexibility – page 20

GITEX – showcase of innovation – page 24

Data centres – smart and modular – page 36

Imprint

Publisher and editorial responsibility:
Editors:
Authors:
Translation:
Layout:
Printing:
Circulation:
Publishing frequency:
Sources of images:
Reproduction of articles:



Datwyler’s new mission statement:

INNOVATIVE SOLUTIONS

for a sustainable networked future

Interview with Adrian Bolliger, CEO of Datwyler IT Infra

Datwyler IT Infra started 2025 with a new mission statement. Developing its vision and mission shows how the company wants to make the world more intelligent and more sustainable with innovative solutions.

In this interview with Marco Müller, Adrian Bolliger explains how the new mission statement is being established and can therefore create long-term value.

Why has Datwyler IT Infra defined a new mission statement in the form of guiding principles such as mission and vision?

The world is changing rapidly, on many levels. Issues such as digitalisation, sustainability and global networking have been with us for quite some time now. And these issues will also cause on-going change in the future. But, recently, political movements have come to the fore and these might lead to serious uncertainties. Government changes, new tariff wars, re-

gional instabilities and sources of conflict. Military build-up is another factor causing uncertainty. A lot of decisions are being made at the moment which will affect all of our futures.

But change always brings opportunities – and we at Datwyler IT Infra want to actively help shape the future. This calls for a sense of purpose and confidence. With our new vision and mission, we have created a clear focus and provided direction for our

“ We deliver customer value with tailor-made solutions and outstanding expertise.

(from Datwyler IT Infra’s mission)

everyday activities. In this way we are sending a strong message to our customers, partners and employees, that we are striving for long-term, inspiring, committed and stable relationships with all of them.

What’s special on the new mission statement?

Our guiding principles get to the heart of what matters to us. We want to develop unique and innovative solutions to create true added value for our customers throughout their entire value chain. This means not only integration of technology

but also an intelligent, sustainable and uncompromising solution-led shaping of the future. Always in close collaboration with our customers.

How does the new vision affect the strategic direction of the company?

Our vision sets out a clear direction. We want to be leading the way in shaping the digital future – with intelligent IT solutions and reliable communication networks. Which means that we are investing specifically in innovation, security and efficiency and aligning ourselves even more closely with the needs of our customers.

What part does sustainability play in the new mission statement?

Sustainability is an integral part of our strategy. Solutions from Datwyler are not

only leading the way technologically but are also adaptable and resource-efficient. This can be seen for example in energy efficient IT and OT infrastructures and integrated operating models enabling long-term added value.

How do customers and partners benefit specifically from this new direction?

They receive tailor-made, future-proof solutions providing maximum quality and reliability. Thanks to our clear positioning and our technical expertise, customers can be sure that we understand their challeng-

es and proactively propose and also develop solutions for an intelligent and sustainable future for them.

How is the new mission statement being communicated and implemented?

Communication is a crucial factor. We are using various meeting formats across the company, workshops, leadership events and digital platforms to establish the new mission statement internally. But especially crucial is our everyday activity. Our managers and teams are intent on actively implementing the values in projects and customer interaction.

What does that mean for the future of Datwyler IT Infra?

We have created a strong foundation for ensuring sustainable growth and actively helping design digital transformation.

Our mission statement gives us a clear direction and binds us together so that we can benefit from the opportunities together, drive forward innovations and be perceived as a reliable partner for our customers and stakeholders.

We will be constantly checking to make sure that our new message is not an empty promise. The “arcade” project report (see page 6 f.) is evidence of how serious we are about the mission to create long-term value for our customers through tailor-made solutions. ■



Marco Müller
Vice President Global
Marketing & Communication
Switzerland

arcade solutions ag, Lucerne:

HIGHTECH UPGRADE for 2nd site data centre

In cooperation with Datwyler, arcade solutions ag has modernised its data centre – without stopping operation.

arcade solutions ag is a leading Swiss service provider for ICT solutions. The company, which is based in Lucerne, supports its customers with well-designed, future-proof solutions, relying on innovative technologies for maximum efficiency and security. Part of its infrastructure are its own data centres, including the so-called "2nd Site" location which arcade runs on the premises of a regional energy supplier.

To modernise this site, arcade originally planned to install a data centre container from Datwyler. But after making contact with Datwyler and intensive analysis, the project team came to the conclusion that it would make more sense – and especially be more cost effective – to change it to a modern, future-proof data centre.

Careful planning

The challenge was then to implement the new data centre without interrupting ongoing operation. Datwyler advised and supported arcade in this, from the design phase to turnkey implementation.

There was close collaboration, even in the preliminary project phase. Various

The detailed planning and the structured yet flexible way of working convinced us that Datwyler was the right partner for us.

*Alain Amport, Project Manager
and Head of Data Center & Connectivity at arcade*



possible solutions were analysed in the closest detail and their corresponding advantages and disadvantages assessed in order to have a solid basis for the final decision. Because all of the work was to be performed without stopping operation, precise scheduling was essential and all of the service providers had to adhere to it.

"We received professional support from the outset. Especially valuable was the close and open exchange of ideas on an equal footing. The detailed planning and the structured yet flexible way of working convinced us that Datwyler was the right partner for us", explains Alain Amport, Project Manager and Head of Data Center & Connectivity at arcade.

Professional implementation

Implementation started in mid-August 2024. To meet the requirements for a fu-

ture-proof data centre, in addition to the existing IT room, a new technical room was erected, a modern free cooling system was installed, its own UPS system fitted, a new fire prevention and extinguishing system implemented and the power distribution and access control systems replaced – all measures to ensure that modern safety requirements were met.

During the whole construction time, special attention was paid to ensure that no dust was produced in the performance of the work so as not to interfere with the ongoing operation of the site. There was also continuous coordination between the parties involved, to minimise the risks and ensure an efficient use of resources at all times.

This meant that the modernisation could be completed within five months. The precise sequencing protocol, which was meticulously observed by all of the trades involved, also contributed to this.

Future-proof IT infrastructure

Today, arcade's 2nd site data centre is equipped to meet latest standards now and also in the future. Because the solution is scalable in case extra capacity is needed and, thanks to the optimised cooling systems, it is more efficient, which helps save costs. And, with Datwyler, arcade has gained a competent partner to take care of the maintenance and monitoring of the site.



CEO Oliver Stahel's overall impression is very positive: "Datwyler immediately grasped our individual challenges and, with great expertise, guided us to a tailor-made solution. In the past we have planned and operated sites ourselves but that's no longer appropriate. My greatest sense of achievement is that we have found a turnkey partner in Datwyler to operate our data centre competently, reliably and without complication."



My greatest sense of achievement is that we have found a turnkey partner in Datwyler to operate our data centre competently, reliably and without complication.

Oliver Stahel, CEO of arcade



Gerardo Cetrulo
Project Manager
IT Infrastructures
Switzerland



Salumifici Granterre S.p.A., Modena:

Important contribution to

GROWTH AND EFFICIENCY

With a solution from Datwyler, GTI is supporting the Italian Granterre Group in modernising its ICT infrastructure.

The SMDC in Montecavolo,
the Granterre site in Reggio Emilia



Prosciutto di Parma, Salame Cacciatore, Speck Alto Adige, Parmigiano Reggiano: these Italian specialties are among the most valued cured meats and aged cheeses in the world. What hardly anyone knows is that they come mostly from the Granterre Group, one of the manufacturers of original Italian sausage, ham and cheese specialties with headquarters in Modena. The group is strongly focused on innovation and expansion into foreign markets. And it's being successful: in 2023 it recorded sales of more than 1.5 billion Euros.

A few years ago, Granterre decided to modernise and expand its existing network infrastructure to accommodate continued growth and improve operational efficiency. The Group needed a very powerful solution that would meet its specific reliability, security and scalability requirements.

A suitable service provider was quickly found: the company chosen was GTI S.r.l., a certified Datwyler partner which has decades of experience in the area of cabling, data centre, network and security



The Smart Modular Data Centre (SMDC) is the central node of structured cabling.

solutions. GTI is also known for developing solutions that optimise customers' production and organisational processes, using technologies that improve their competitiveness.

High demands

The contract awarded to GTI: to equip the respective production and administration sites at the Granterre locations in Montecavolo (Reggio Emilia) and Zola Predosa (Bologna) with high-speed cabling that supports the rapid exchange of data, voice and moving images – and that's so fast that the manufacturing processes in both plants can be monitored and controlled in real time via the manufacturing execution system (MES).

Dante Degli Esposti (left), the GTI project manager responsible, with Gerardo Cetrulo programming the DCIM



Another requirement for the network was maximum reliability. Business operation interruptions should be kept to a minimum. For example, it had to be possible at all times to not only manage the production machines remotely, but also to maintain them. And the new ICT infrastructure also had to be scalable and comply with the company's data protection regulations.

The Granterre site in Montecavolo is a multistorey building with a production area of 8,000 square meters. The aim here was to connect 60 workstations from various production departments via a copper and fibre optic network. In Zola Predosa there was as much as 20,000 square metres of space and 100 workstations.

The project began in July 2022 with network design, followed by installation from June 2023. Final testing and commissioning took place as planned in September 2024.

Solution from Datwyler

All workstations are now connected with high-performance copper data cables from Datwyler. Single-mode fibre optic cables form the backbone of the communication network. They connect the 16 network racks in the production areas with the respective server rooms. In these racks, 40 high-performance copper and fibre-optic switches help ensure that business-critical data is transmitted over redundant lines at speeds of up to 10 gigabits per second.

There are also new mini data centres for the server rooms – a "specialty" from

Datwyler. Each of these Smart Modular Data Centres (SMDC) consists of two racks and a narrow row cooler in the middle. They are equipped with a special fire extinguishing system that is integrated into the Datwyler Data Centre Infrastructure Management (DCIM) system. The DCIM also includes sensors to monitor and give alarms in case of possible leaks, smoke, overvoltage, excessive humidity or unauthorised opening of the rack doors.

All services integrated

Not only IP telephony, but also Wi-Fi and CCTV systems are integrated into the network. Around 90 access points ensure reliable and fast wireless connections in all areas of the building. 24 surveillance cameras support the security measures at the respective production site.

Those responsible at Granterre are very satisfied with the new infrastructure. The solution being implemented not only meets all of the Group's requirements in terms of security, reliability and scalability, but also improves internal communication and is making a key contribution to optimising production processes. This ultimately makes the company more competitive, efficient and productive. ■



Gerardo Cetrulo
Project Manager
IT Infrastructure
Switzerland



Maurizio Truglia
Area Sales Engineer
Italy

Ministry of Transportation and Telecommunications, Muharraq:

SIGNIFICANT STRENGTHENING of operational performance

A state-of-the-art cabling solution from Datwyler ensures uninterrupted communications in the new Bahraini ministry building.

With the construction of a new headquarters for the Ministry of Transportation and Telecommunications (MTT), the Kingdom of Bahrain has further advanced the modernisation of its infrastructure. The seven-storey building, constructed near the Bahrain International Airport and the national airline Gulf Air, covers an area of more than

19,000 square metres and is designed to improve the Ministry's efficiency and promote cooperation and innovation.

As the central authority for the country's entire transport and telecommunications sector, the MTT required a ro-



New MTT headquarters in Muharraq

bust IT infrastructure, capable of enabling seamless communications, improving operational flexibility and supporting future advances in digitalisation.

To achieve these goals, Datwyler IT Infra was commissioned to provide state-of-the-art structured cabling that meets all of the agency's requirements for reliability, flexibility and scalability.

High-quality, sustainable solution

The MTT chose Datwyler because of its strong reputation in the region and its extensive expertise in providing innovative, high-performance cabling systems for IT and OT infrastructures. In addition, Datwyler is known for its high-quality technical solutions that meet international standards and are designed to support critical operations while being sustainable and scalable.

In collaboration with the systems integrator Almoayyed Trading and Contracting (ATC) from Isa Town and the Manama-based project consultant Gulf House Engineering (GHE), Datwyler supplied and implemented a customised high-speed network infrastructure. This includes 120 kilometres of Cat. 6A S/FTP cable and over 1500 Cat. 6A RJ45 jacks. OM3 cables and the corresponding connection technology were installed for the fibre optic backbone. In addition, various network cabinets in heights of 42U, 18U and 9U were installed.

This comprehensive setup ensures a robust and efficient IT infrastructure that will also be able to meet the Ministry's growing

data and communication needs in the future.

Prepared for future demands

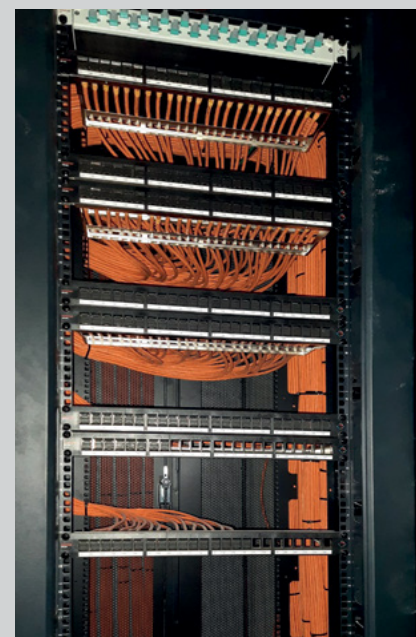
Following the successful completion of this project, the Ministry now has a solid basis to significantly strengthen its operations. The highly efficient and scalable network ensures seamless connectivity and enables uninterrupted communication. At the same time, the Ministry is well-equipped to adapt to new technologies and continue its modernisation efforts.

Last but not least, the excellent collaboration between Datwyler, ATC and GHE on this project has demonstrated the value of pooling expertise to deliver state-of-the-art solutions that align with Bahrain's Economic Vision 2030.



Suresh Kumar
Sales Manager OQBK
United Arab Emirates

Intermediate distribution frame on the 5th floor



Bergman Clinics B.V., Naarden:

A FUTURE-PROOF ICT NETWORK

For its headquarters in the Netherlands, Bergman Clinics opted for an IT infrastructure solution that perfectly supports the clinic group's growing digital needs.

Bergman Clinics is a private clinic group headquartered in Naarden that operates specialist clinics in 140 locations across the Netherlands, Germany, Sweden, Norway, and Denmark. The company employs around 3,000 people, including over 250 specialists, who care for more than 300,000 clients annually.

At its new headquarters in Naarden the clinic group has taken a significant step towards modernising its ICT infrastructure: Bergman Clinics opted for an IT infrastructure solution from Datwyler, developed in close collaboration with Redlink, a specialist in data network solutions. Supported by Redlink's expert advice, those responsible decided on a high-quality communications network built with Category 6A cables and components. This infrastructure meets current requirements and is at the same time fully prepared for future developments.



The headquarters of Bergman Clinics in Naarden, the Netherlands



IT Manager Johnny de Jong (left) and IT Network Specialist Igner Brandon from Bergman Clinics

Advanced technology for innovative applications

The new network supports 10 Gigabit Ethernet and is suitable for Voice over IP (VoIP), Power over Ethernet (PoE), and various multimedia applications such as presentation screens and video conferencing. Security cameras, access control systems and door intercom systems are also integrated into the network.

A powerful backbone consisting of 12-fibre OM3 cables and fibre optic connection components from Datwyler ensures fast and reliable data transmission.

Thanks to Redlink's tailored consulting, the ICT infrastructure comes with a 25-year performance warranty, offering Bergman Clinics a high level of future viability.



All workplaces now have fast network connections

“Thanks to this comprehensive solution, our network management has become significantly easier, and we're well-prepared for future growth.”

Johnny de Jong, IT Manager at Bergman Clinics

Efficient cable management

A special addition to the project is the use of the Patchbox system in the server rooms. This ensures neat cable routing and clear installation. This system significantly simplifies both cable management and troubleshooting in the event of any network issues.

The complete installation includes around 6000 links. It was carried out by Mulder

Connect from Apeldoorn, a certified Datwyler partner. Working closely with GUTS Installatietechniek from Boxtel and under the strategic leadership of Redlink, Mulder Connect implemented the project smoothly and efficiently by June 2024.

Ready for the future

With Datwyler's high-quality cabling system, Bergman Clinics now has a future-

proof, efficient IT infrastructure solution at its headquarters that perfectly supports the organisation's growing digital needs and ensures reliability and flexibility for years to come.

“Thanks to this comprehensive solution, our network management has become significantly easier, and we're well-prepared for future growth,” confirms Johnny de Jong, IT Manager at Bergman Clinics.



Jeroen de Graaf
IT Infrastructure Consultant,
Redlink B.V.
Netherlands

Hexagon Metrology GmbH, Wetzlar:

CABLE HARNESS SOLUTIONS FOR PRECISION MEASURING INSTRUMENTS

Since the beginning of the year, Datwyler has been producing 76 different types of cable harness in the Czech Republic for Hexagon Metrology.

Hexagon Metrology GmbH is part of Hexagon AB, a global technology group, based in Stockholm, producing measuring equipment and geoanalytics. Hexagon Metrology has concentrated on the development and production of precision measuring instruments for industrial applications. The main products and services provided by the Wetzlar-based company include coordinate

measuring machines (CMMs) for the precise 3D measurement of components, portable measuring arms for large or hard to access parts, laser trackers and 3D scanners, probes and accessories as well as software for collecting and analysing the measured data. This also includes services and support. With its state-of-the-art solutions, the well-known company serves sectors such as en-

The building in Děčín where Datwyler's harnessing department is based

gineering, the automobile industry, aerospace and other high-tech sectors.

First China, then Europe

The Hexagon team from Wetzlar approached Datwyler IT Infra in January 2024. The Group had been working in China with the Datwyler branch in Taicang for many years and Hexagon Metrology was now looking for a European supplier of cable harnesses to be used in its precision measuring instruments – a supplier with a global footprint. The main concern was for high quality products at the best possible prices.

Because Hexagon had only had positive experiences with the Datwyler site in China, it already had a lot of confidence in the capabilities and quality of Datwyler products from Děčín.

Fully automatic crimping of wire end ferrules



Comprehensive cable manufacture know-how

Datwyler has been producing in the Czech Republic since 2012. With its comprehensive portfolio, for a lot of customers, the company in Děčín is an esteemed harnessing partner providing first class manufacturing, pre-assembly, logistics and additional services and therefore creating added value for them. The consistent focus on customer requirements, market proximity and a highly motivated workforce mean that Datwyler's site in the Czech Republic can meet all market requirements.

As a customer of the Děčín site, Hexagon Metrology has the benefit of comprehensive production capacities, modern machinery, forward-looking automation and efficient production processes, combined with strict quality control and on-time implementation. Hexagon receives precision-engineered cable harnesses including declaration of conformity and warranty. Add to this the fact that Datwyler IT Infra is consistently concerned with sustainability, for example through the use of environmentally friendly packaging and energy-efficient production.

The competitive prices were another important argument that convinced the team in Wetzlar.

Collaboration off to a successful start

Once the samples had been approved, collaboration started at the beginning of 2025. In an initial stage, Datwyler is now producing 76 different types of cable harness for Hexagon – all according to the specifications given. That is currently about 6500 units per annum. Other types are to follow in the coming months. Furthermore, the team in Děčín has also taken over sourcing the materials needed and has stocks of finished products. In this respect, Datwyler is an important partner in Hexagon Metrology's high-precision technologies supply chain.

With the products produced to date, Datwyler has been able to meet all expecta-

tions – and that's not all. Because the local team is very proactive, for instance with proposals for optimising the products, shortening delivery times and saving costs. So Hexagon Metrology is very satisfied with the collaboration.

Cable cutting system (front), unwinding machine, automatic cutting machine, winding machine and printer



For Datwyler itself this agreement is also opening up opportunities for extending collaboration with other European clients. "Thanks to the successful cooperation with Hexagon Metrology, we are strengthening our position on the European market and can further develop our expertise in the manufacture of cable harnesses for high-tech equipment", explains Tomáš Kadlec, Managing Director of Datwyler IT Infra s.r.o.



Jan Svoboda

Product Manager Industrial
Harnessing and Elevator Europe
Czech Republic



The cable landing station at the Mersing site



Visit to the cable landing station (from left to right): Darrell Lim, Raymond Ng, Head of Sales (IT), Yun Jie Choo, Managing Director Asia-Pacific, Adrian Bolliger, CEO, and Tito Prabowo, Regional Solution Engineer (Data), all Datwyler IT Infra

SEAX Malaysia Sdn. Bhd., Kuala Lumpur:

TURNKEY SOLUTION

On behalf of the telecommunications provider, Datwyler has constructed a cable landing station in a prefabricated container in southeastern Malaysia.

SEAX Malaysia, a leading independent telecommunications provider in the Asia-Pacific region, recently successfully commissioned a new submarine cable landing station (CLS) in Mersing, a city in the southeast of the country, large enough to accommodate its new submarine cables and connect them to new terrestrial cables.

Increasing demand meant that a larger cable landing station had to be built near the coastal city. To meet this requirement, the

company sought a provider that not only had the necessary capacity but could also offer a cost-effective and innovative solution. SEAX Malaysia chose Datwyler because of its strong reputation, competitive pricing strategy and ability to offer a fully prefabricated container solution tailored precisely to SEAX's specific requirements.

Prefabricated container solution

This is a newly constructed, outdoor container data centre. This turnkey solution

from Datwyler included all the essential components for a fully functional cable landing station, including racks for critical

equipment, a generator for emergency power supply, a main distribution frame, a CCTV system and a reliable cooling solution to ensure the required operating temperature.

An additional building was also constructed for the landing station, which is available for possible expansion. This far-sighted approach, which takes into account the future development of the IT infrastructure, relieves the telecommunications provider of long-term stress, allowing it to continue to focus fully on its core business.

Partnership with potential

The project was implemented between August and November 2024 – and completed earlier than expected. This en-

abled the submarine cables to be installed ahead of schedule.

The successful completion of this project is an important milestone for the telecommunications provider, strengthening its position as one of the leading players in the region. The company is therefore very satisfied with the outcome. At the same time, the cooperation has created a strong partnership, and both sides are looking forward to future projects and collaborations.



Darrell Lim
Regional Solutions
Engineer
Singapore



A look inside Datwyler's prefabricated container

Shanxi Shanyin Beizu Coal Industry Co., Ltd., Beizu.

An intelligent TRANSFORMATION

A Datwyler data centre is helping the coal mining company in Shanxi Province improve its safety and efficiency.

The company Beizu Coal Industry launched a smart coal mining project several years ago. This is one of the key projects in Shanxi Province to promote the moderni-

sation of coal mines, improve the efficiency and safety of coal production, optimise processes and thus create a smart mine that can serve as a model for the entire industry.

The information and automation systems directly related to production safety have been in operation for some time. These include safety and production monitoring, emergency communications and other systems that contribute to stable and orderly operations.

However, with rapid technological development, Beizu Coal Industry's need for intelligent, information-based infrastructures and applications has also increased. The

existing communication systems, computer rooms and other facilities no longer met current requirements.

It was therefore necessary to build a dispatch centre, install a new integrated communications system comprising 4G, Wi-Fi 6, and ultra-wideband (UWB) and build a high-performance data centre with a hyper-fusion platform and an intelligent, comprehensive control platform.

The new data centre

The Beizu Coal Industry project team opted for a smart modular data centre from Datwyler, an enclosed multi-module solution that Datwyler markets in China under the name DatSentinel DC 3000. This sta-

The DatSentinel DC 3000 smart modular data centre



ble, reliable solution not only meets the IT standards for smart mining but also fulfils the company's high performance requirements.

Installation began in early June 2024 and, following a successful test run, was handed over just four weeks later.

The owner completed final acceptance of the solution in early November. The new data centre has been operating reliably ever since.

All expectations met

After commissioning, the Datwyler team remained in close contact with the user to respond promptly to further requests.

This included remote training for the data centre staff.

The intelligent transformation enabled Beizu Coal Industry to reduce its workforce, increase safety and improve efficiency. This makes the company a practical example of successful restructuring – for the entire coal mining industry in Shanxi Province.



Ryan Zhu
Regional Sales
Manager North
China

HES-SO Valais-Wallis School of Engineering, Sion:

MAXIMUM SECURITY AND FLEXIBILITY

The University of Applied Sciences and Arts in Western Switzerland has successfully evaluated a private 5G network from Datwyler and Nokia on its campus in Sion.

The Haute école spécialisée de Suisse occidentale (HES-SO) is a centrally managed university of applied sciences with 28 sites in the cantons of Fribourg, Geneva, Jura, Neuchâtel, Vaud and Valais. With over 19,000 students, it is the second largest university in Switzerland. It is known for its practice-based research and expertise in diverse areas of technology.

Datwyler supplied the Nokia system in a compact mobile rack.

As part of a comprehensive technology evaluation, the HES-SO School of Engineering wanted to test a private 5G mobile network on its campus in Sion. They were looking for a communication solution for the demanding sector of public safety and defence, one that would combine uncompromising security with maximum flexibility and mobility.

5G solution for mobile applications

Through its close partnership with Nokia, Datwyler was able to offer the School of Engineering a 5G-based system solution

The team of testers with a drone for measuring network coverage

that was tailored to meet its specific requirements. The emphasis was on the university's requirement to transmit data wirelessly and autonomously within a private network – essential for sensitive applications in the public safety and defence sector. For the School of Engineering it was particularly important to ensure that not only the highest security standards were observed but also that a robust performance level was achieved, even in a demanding environment.

Datwyler convinced the university's experts with an innovative solution based on a Nokia Perimeter Network. This combined hardware and software solution is a variant of the Nokia Digital Automation Cloud (NDAC), which was developed for the public safety and defence sector. It can be operated completely autonomously and does not have to have a connection to the cloud, even for device management. In-

stead, the software packages needed for this are installed locally on the edge core.

One crucial advantage of the Datwyler solution was that the Nokia system was integrated in a compact mobile rack. This mobile installation gave the School of Engineering the flexibility to test the solution at different locations in real conditions.

Comprehensive services

Datwyler supported the School of Engineering through all phases of the project: from detail engineering and implementation planning, through pre-staging and configuration of the system, to on-site training. Datwyler thus made sure that the solution could be implemented smoothly and optimally used by the university. Datwyler and Nokia worked closely in this with their new partner MCS who provided valuable support in the system configuration.

The system tests themselves took place between August 2023 and December 2024. Throughout the whole evaluation phase, Datwyler was available with a comprehensive support package to ensure that all test scenarios were reliably covered.

All challenges met

Evaluation of the solution proved to be intensive and demanding. The university experts asked in-depth technical questions and tested the system to its limits. During this phase, the School of Engineering was able to acquire solid system knowledge in the area of 5G technology.

There were also requirements that went beyond the usual user application, to integrate some of their own devices and SIM cards into the network, determine frequencies and bandwidths themselves, carry out updates themselves and test 5G modems from different manufacturers and commercially available mobile phones. All of these tests were documented.



The mobile antenna with 5G micro remote radio head

"I think we can now say that we are a research group that knows a lot about 5G and how it works technically, and that we can therefore work around any problem that might occur. We can solve problems", explains Professor Medard Rieder, Embedded Communicating Systems, School of Engineering.

One particular highlight was an outdoor test on the former Valais military airfield in Ulrichen. There too the solution was able to prove its efficiency and fully convince Medard Rieder's team. "We had our own 5G network on the airfield. That was cool. Depending on the conditions of the surrounding area, we were able to create a connection with our private 5G station from up to one kilometre away", he says.

The successful evaluation by the School of Engineering underlines the ability of Datwyler and Nokia to implement tailor-made, high-performance private 5G solutions for demanding end users.



Lukas Kurmann
Head of Services & Solutions Europe Switzerland

Al-Rawaf Contracting, Buraidah:

Smart infrastructure FOR THE DIGITAL FUTURE

With a compact SMDC from Datwyler, Al-Rawaf now has a secure, scalable and efficient data centre solution at its headquarters.



Al-Rawaf Contracting headquarters

Al-Rawaf Contracting is an established Saudi company based in Buraidah, the capital of Al-Qasim Province. It operates as a general contractor, in construction, infrastructure and urban development as well as in the electricity, water and energy sectors. The digitalisation of business processes is an integral part of its strategic vision because it improves operations and supports the company's future growth.

To meet the growing performance requirements of its IT infrastructure, optimise available space and ensure the necessary scalability, Al-Rawaf Contracting was looking for a new, modern data centre solution. After evaluating various options, the company opted for a Smart Modular



Smart Modular Data Centre solution at Al-Rawaf's headquarters

Data Centre (SMDC) from Datwyler. The project was implemented at Al-Rawaf's headquarters, in collaboration with Datwyler's local partner in the Kingdom, Continuous Information Technology Support (CITS).

Efficient and scalable

Datwyler supplied a multi-rack SMDC tailored precisely to Al-Rawaf's requirements – a compact and robust centralised Tier 1 data centre for the company's most important IT resources. The solution includes two IT racks with integrated power distribution and a 10 kVA cooling unit. Its modular design allows for easy expansion should higher requirements arise one day.

Thanks to its plug-and-play design, the SMDC was installed quickly, resulting in minimal disruption to daily operations. Close coordination with CITS also ensured that the highest quality and security standards were maintained during every project phase.

Following final testing, the new data centre was handed over operationally in February 2025.

Improved performance and security

Thanks to this upgrade, Al-Rawaf now benefits from a powerful and scalable IT infrastructure solution that supports its digital growth strategy. "We are very pleased with the results of the collaboration between

Datwyler and CITS," explains Mohammad Ramadan, Senior Head of Infrastructure & Cybersecurity at Al-Rawaf Contracting. "The implementation of the Smart Modular Data Centre at our headquarters has significantly improved the performance and security of our infrastructure. It also gives us the flexibility to adapt to future requirements."



Mutaz Alwohoush
Sales Manager
Saudi Arabia



United Arab Emirates:

GITEX – SHOWCASE OF INNOVATION

GITEX Global took place at the Dubai World Trade Centre in October 2024. As one of the world’s largest and most influential technology trade fairs, GITEX brings together pioneers, leaders and experts from all over the world every year.

Datwyler regularly uses the trade fair as a platform to showcase its technological innovations and new digital solutions that offer clear added value to companies and organisations.

This time Datwyler presented a new smart building system, its expanded Smart Service Platform (SSP) and a drone integrated into an outdoor data centre. These solutions can help companies remain competitive and future-ready in today’s rapidly evolving digital landscape.

Innovative IT infrastructure solutions for the future

Datwyler’s focus is always on intelligent, scalable and future-proof offerings. In this



“Datwyler’s participation in Gitex Global was a resounding success.

Asem Shadid, Managing Director of Datwyler Middle East

respect, the Smart Building Solution with automated sensors and controls was an absolute highlight of the trade fair. This system enables companies of all sizes to increase their operational efficiency, reduce their energy costs and improve their building performance (see Panorama 2/2024).

Datwyler has developed the Smart Drone Solution for applications in public safety, traffic management or monitoring critical infrastructure. It combines a drone with a compact single-rack outdoor data centre from Datwyler and is characterised by real-time performance and maximum efficiency. This edge computing solution not only ensures reduced latency and uninterrupted



Ihab Gazawi presents Datwyler’s Smart Modular Data Centre (SMDC) solutions.



Adrian Bolliger, CEO of Datwyler IT Infra (left), in conversation with visitors to the booth

operations, but also guarantees a high level of data security (see page 36).

Also on display at the stand was the latest version of Datwyler’s Smart Service Platform, which now offers enhanced remote management and monitoring of IT infrastructure.

Interaction with industry experts

Ihab Gazawi, Datwyler’s Global Head of Data Centre Experts, captivated stand visitors with presentations on new

developments in the data centre sector. Representatives from Seabix, a Datwyler IT Infra company, and Scale Computing, a data storage technology partner, were also present at the stand. They demonstrated how their solutions harmonise with Datwyler’s offerings – enabling users to create integrated and scalable complete solutions for their IT infrastructure.

“Datwyler’s participation in GITEX Global was a resounding success,” summarised Asem Shadid, Managing Director of Datwyler Middle East. “We were able to showcase our innovative solutions and engage with a global audience. As businesses seek to further advance their digital transformation, Datwyler is ready to lead the way with its scalable and sustainable IT infrastructure solutions, helping them succeed,” he explained.



Nemy Gapangada
Head of Administration,
Marketing and Quality
United Arab Emirates



The Datwyler team (from left): Jerry Wu, Key Account Manager Industrial Harnessing, Kai Xiang, Technical Engineer, Chen Chen, Fei Zhou, Key Account Manager Industrial Harnessing, and Kevin Sun, Product Engineer

China:

SUCCESSFUL PARTICIPATION in the CIIF

The 24th China International Industry Fair (CIIF) took place between 24 and 28 September 2024 at the National Convention and Exhibition Centre in Shanghai. The fair provided nine exhibition areas with over 2600 exhibitors from 28 countries and regions around the world over a total area of 280,000 square metres. With more than 200,000 trade visitors and 1.35 billion web-site views, it was a huge success.

Meeting visitors and customers at the Datwyler stand



This fair is held at a time when Industry 4.0 and digital transformation are massively ac-

celerating the integration of advanced manufacturing and modern services – as well as economic development therefore. The CIIF 2024 was clearly focused on innovations in corresponding key technologies. A concept that has clearly proven itself.

Innovations for the industrial sector
The team from Datwyler’s Industrial Wire & Cable Division was present with its own stand in the Industrial Automation exhibition area. It presented Datwyler’s latest industrial products and solutions, including a range of innovative data and patch cables, cable harnesses and connectors. These products not only meet all requirements for reliable communication, power transmission and control, but they also include the high-performance Profinet and Ethernet cables required for big data and the industrial internet.

As a member of the Profibus & Profinet Association and IO-Link, Datwyler also offers M8, M12 and RJ45 products, for example to ensure seamless connection of a wide range of industrial sensors. Datwyler’s high-

ly flexible control cables and network cables as well as connection technology with protection class IP65 are characterised by their durability and high operational reliability in harsh installation environments, under high mechanical, chemical and thermal stress.

With its wide range of products for factory automation, mechanical engineering, robotics, the manufacture of precision measuring instruments, air conditioning systems and air compressors as well as for wind energy and other new energy industries, Datwyler is clearly committed to promoting innovation and development in the industrial sector in China.



Chen Chen
Marketing Specialist
China



Mark Chang gave a technical presentation on Datwyler’s IT infrastructure management system.

The Data Centre Standards Conference, organised annually by the China Data Centre Council (CDCC), took place in Beijing on 20 and 21 November 2024. As one of the most important technology events for data centres, the conference once again brought together leaders from industry, academia, and research to discuss current trends in the use of Artificial Intelligence (AI) in data centres, exchange ideas on innovations and application practices, and take a look at the future development of the industry.

This included AI data centres (AIDCs), which integrate high-performance computing (HPC), Big Data, AI algorithms and cloud computing services.



Channel Manager Alex Song introduced the SMDC to visitors.

China:

CONFERENCE ON AI IN THE DATA CENTRE

Datwyler was represented at the accompanying exhibition with its own booth, where this time a DatSentinel DC 1000 was on display. This smart modular data centre solution integrates a complete small data centre with power distribution, UPS, batteries, precision air conditioning, cabling, cable management and monitoring system in just one rack.

At the same time, Mark Chang, Datwyler’s Solutions and Service Manager, gave a technical presentation at one of the forums on the DataAIM platform, Datwyler’s IT infrastructure management system in China.



Chen Chen
Marketing Specialist
China



The Datwyler and Bright Technology teams

Saudi Arabia:

BRANCH OFFICE OFFICIALLY OPENED

In November of last year, Datwyler IT Infra celebrated the opening of its new offices in Riyadh. The Saudi Arabian branch represents an important milestone for the company in its regional expansion. It underlines Datwyler's goals of improving direct customer service in the Kingdom while further consolidating its position as a leading provider of advanced infrastructure solutions in the Middle East.

Ahmad Fattal, General Manager of Bright Technology (left), Asem Shadid, Dr. Ghiath Habbab, Chairman of Bright Technology, and Soubhi Al-Aliwi (right)



The event was hosted by the Datwyler Middle East leadership team, including Asem Shadid, Managing Director MEA, and Soubhi Al-Aliwi, Head of Sales MEA and General Manager of the Saudi Arabian branch.

The celebration was attended by high-ranking representatives from Datwyler's distribution partner in the Kingdom, Bright Technology, with whom a close and trusting working relationship has existed for many years.

During the celebrations, Datwyler emphasised the importance of its partnership with Bright Technology, its continued support, and the key role the distributor plays in Datwyler's growth and success in Saudi Arabia. The collaboration will enable both companies to jointly deliver powerful and innovative solutions to customers across the Kingdom.

With the opening of the offices in Riyadh, Datwyler aims to achieve faster response times and offer customised IT infrastructure



Asem Shadid and Soubhi Al-Aliwi opened the new offices.

solutions, thus meeting the specific requirements of the Saudi market. This initiative is in line with Saudi Arabia's Vision 2030. Whereby Datwyler is underscoring its commitment to strengthening local businesses and government agencies through advanced digital infrastructure.



Nemy Gapangada
Head of Administration,
Marketing & Quality
United Arab Emirates



China:

IMPORTANT AWARDS FOR DATWYLER

Left: industry expert Yi Zhang with Zoe Peng, Sales Director IT Infrastructure at Datwyler; right: industry expert Erlan Qu with Sissy Pi, Regional Sales Manager South at Datwyler



On the evening of 5 December 2024, the China Intelligent Building Brand Award Ceremony, jointly organised by QJ. Smartech and the Qianjia Brand Lab, took place at the Dong Fang Hotel in Guangzhou. Dozens of experts, executives, and representatives of well-known brands in the smart building industry gathered to learn which companies would be honoured in 2024.

The China Intelligent Building Brand Awards have been presented for more than 22 years. Due to the objectivity, impartiality and authority of the organisers, they are considered the "Oscars" of the smart building industry.

Datwyler once again lived up to expectations, winning two important awards: second place among Integrated Cabling Brands and an Outstanding Practice Award for integrated data centre cabling solutions.



Chen Chen
Marketing Specialist
China

China:

FOCUS ON THE EDGE

Datwyler impressed with edge computing solutions at the international CDCE 2024 trade fair.

At the beginning of December, Datwyler participated in the CDCE 2024 International Data Center and Cloud Computing Expo, which took place at the new exhibition centre in Shanghai. Edge computing was a central theme at the event.

Adequate computing power – anytime, anywhere – has become a driver of high-quality economic development. The analysis, processing and handling of data is a key prerequisite for the digital transformation of society as a whole.

With technologies such as Industry 4.0, artificial intelligence and 5G bringing disruptive changes to the world of work and life, the proliferation of smart devices and increasingly diversified data generation, powerful access nodes at the edges of the network are becoming ever more important. Today, the edge places the highest demands on speed, low latency, reliability and security.

And, last but not least, people themselves are paying more attention to data management and data security.

Datwyler's sales, product and technical teams presented cabling products and the SMDC to visitors.



To meet these edge computing requirements, Datwyler's Smart Modular Data Centres (SMDC) are an ideal solution.

At the China Data Centre Expo, the Chinese Datwyler team presented the smallest version to visitors to the booth: the DatSentinel DC 1000. This solution offers a complete data centre with power distribution, UPS, batteries, precision air conditioning, cabling, cable management and monitoring system in a single rack. Visitor interest at the booth was correspondingly high.



Chen Chen
Marketing Specialist
China

Vietnam:

INDUSTRY MEETING AT NEW YEAR

Datwyler shared in the year-end celebrations of the Vietnamese Data Centre Network.

The Chinese New Year is also celebrated in Vietnam. There, it is known as Tết Nguyên Đán – or Tết for short. It shares many similarities with the celebrations in China, but has developed unique traditions.

With digital transformation, the need for robust and scalable IT infrastructures is also increasing in Vietnam. During the re-

cent Tết celebration, representatives of the Vietnamese Data Centre Network met in Ho Chi Minh City to discuss industry developments and find solutions to technical challenges.

As a leading provider of comprehensive IT infrastructure solutions, Datwyler was invited to the meeting – and took the opportunity to demonstrate the company's commitment to Vietnam's digital growth.

Reliable and scalable solutions
The presentation focused on how Datwyler can support companies in implementing and managing data centres. It highlighted the most common challenges facing Vietnamese companies today, such as compliance with diverse regulations and ensuring scalability.

Datwyler's solutions, including customised Smart Modular Data Centres (SMDCs), are designed to simplify implementation and reduce operating costs. They also provide

the reliability and scalability necessary in today's dynamic business environment.

In Vietnam, Datwyler is primarily known as a cable manufacturer. This makes it all the more important to showcase the company's comprehensive offerings – which include structured cabling, data centre solutions, software and services – at events like these.

Datwyler's presentation left a lasting impression. It demonstrated the company's ability to handle projects of any size across the APAC region – and also to support Vietnam in shaping its digital future.



Yun Jie Choo
Managing Director
Asia-Pacific
Singapore



Group photo with the event organiser (3rd from left)



Introduction to Datwyler's global presence



Austria: A SUCCESSFUL START TO THE ROADSHOW

Datwyler IT Infra, TANlock and many well-known partners are putting on a roadshow for operators and technical planners of IT and OT infrastructure, with four stops in Austria.

Rowa-Moser in Innsbruck, the first stop on the roadshow, in January 2025, welcomed around 60 interested parties: in addition to planning companies, there were regional representatives from, for example, the public sector, the energy supply sector, traffic and healthcare. The mix of practical specialist talks, a panel debate

and excellent open discussions received positive feedback from all of the visitors. And the accompanying exhibition covering topics and solutions from many of the collaborating partners was enthusiastically received.

The organisers are now looking forward to the autumn. The next stops are at Graz Airport on 23 September, the Topgolf

venue near Vienna on 30 September, culminating at the Linz Fire Department Hall on 8 October.



Andreas Klodner
Head of Sales
Austria

DACH: DATA CENTRE WEBINARS



Since February of this year Datwyler has been offering interested parties from Germany, Austria and Switzerland (DACH countries) a series of Zoom webinars on key data centre topics. They are led by various Datwyler experts and external specialists.

The first "Data Centre Breakfast" held in February was on the subject of planning. Participants received useful insights into aspects such as choice of location, design, sustainability and costing (TCO) – always with a view to achieving future-proof solutions.

In the second part, at the beginning of April, the topic was Monitoring, a prerequisite for ensuring maximum availability and security in a data centre. That webinar discussed typical challenges and presented a solution for having a central overview of the whole data centre environment – rounded off by best practices and practical experiences from different companies.

More webinar dates and topics to follow. Because the success of a data centre is reflected mainly in its efficient operation and maintenance – factors which are crucial for its availability and long-term performance.



Ralf Fischinger
Head of MarCom Europe
Germany

Germany:

PREMIERE AT EMBEDDED WORLD 2025



The Embedded World Exhibition & Conference took place in Nürnberg between 11 and 13 March 2025, yet another highlight for the whole embedded sector. International experts, companies and interested parties from more than 80 countries all came to the "Franconian Metropolis" to explore innovations and future technologies in the fields of hardware, software, modules, services and tools. With almost 1200 exhibitors and around 32,000 visitors, there was a huge amount of interest.

Focus on SPE technology

Datwyler IT Infra, in collaboration with the Single Pair Ethernet System Alliance, introduced the latest developments and solutions in SPE technology for the first time in Nürnberg. Datwyler presented actual SPE cables but also a use case on building automation. This practical demonstration showed prototypes of SPE-compatible controllers and media converters, connected together with Datwyler cables. The application clearly showed how building automation can be operated more efficiently with SPE.

During the three days of the exhibition there was a lot of interest in SPE technology – from software developers and equipment manufacturers and even planning offices.

There was particular interest in the latest developments concerning the standardised SPE connector based on IEC 63171-7. Experts expect that technology based on the standard will be able to be put into practice much more quickly. Even large automation companies have already committed to this standard.

New IEEE standards

Another highlight was the strong interest from building technology, especially in the protocols currently being worked on at IEEE. These include the new 100Base-T1L standard, which should enable transmissions of 100 Mbit/s over distances up to 500 metres. This standard, publication of which is planned for 2026, aims to develop new applications for Ethernet. And the protocol IEEE 802.3da-10BASE-T1M also aroused great interest, especially in building technology. This protocol offers additional benefits such as multidrop, remote powering and longer distances. Especially in the case of existing buildings, a potential solution for networking end devices and sensors can be clearly seen.

It should be noted that a lot of users and clients are now seeing the potential of SPE – from the point of view of lowering costs and the benefits compared to current technologies. Even leading PHY manufacturers at the exhibition were presenting specific applications where SPE supports zonal architecture and can be used in the automotive industry, for LED lighting for example.

SPE is therefore showing a very promising future for industrial and building applications.



Ivan Corsini
Product Manager Copper Data
Cables and Industrial
Switzerland



Cybersecurity:

WAIT AND YOU'LL BE THE NEXT VICTIM

Interview with Thorsten Henning,
Regional Director Pre-Sales and Business Development DACH at Fortinet

Mr Henning, everyday companies and organisations throughout the world are being attacked. How safe do you feel at Fortinet itself?

Of course we have faith in our own security solutions. The Fortinet Security Fabric protects our whole network. At the same time we're constantly carrying out internal and external security tests. And our FortiGuard Labs Team is analysing new

threats around the clock so that we can react immediately.

What do you think of the current situation? Has the threat level changed in recent years?

Attacks have become more professional and more automated. Ransomware and targeted attacks on critical infrastructure are especially on the rise. Hackers are us-

ing AI more and more to find weaknesses more quickly. So companies urgently need a proactive security strategy, or else run the risk of being taken by surprise and unprepared.

What would you advise anyone who has been attacked themselves?

First of all keep calm – but act quickly and carefully. Bring in your own incident re-

sponse team or external experts, like ours from Fortinet, in order to analyse and contain the attack. And then make sure something like that never happens again – with better security measures and clear emergency plans.

What do you think are companies' biggest security vulnerabilities?

A successful attack often relies on old systems that have not been integrated into a total solution – unprotected interfaces or insufficient separation of IT and OT. Operators of critical infrastructure have a particular responsibility here. They should segment their network in order to contain attacks, use special OT security solutions and they should be monitoring their systems 24/7. Because an attack on critical infrastructure can have social consequences as well as financial.

But the biggest weakness is people. Despite of all the technology, phishing and social engineering are still extremely successful.

What security measures do you recommend for companies and organisations?

A strong IT security strategy needs three things: automated threat identification, zero trust principles and regular training for employees. Studies show that companies that take these measures have to repel way fewer attacks.

And how can you make sure that the strategy is actually implemented?

It needs clear security guidelines, regular audits and the right mindset within the company. If security is seen only as an IT problem it often falls by the wayside. It has to be part of the company culture.

What do you think are the best security solutions?

A modern firewall is no longer enough. Companies need intelligent network security, as well as endpoint detection and good threat analysis – ideally all integrat-



Thorsten Henning

ed to prevent vulnerabilities existing in the first place.

Attackers are using AI more and more. Can't companies use AI as well to defend themselves?

Absolutely! AI can identify threats in real time, analyse attacks and take countermeasures automatically. In the future it won't really be possible to identify and stop cyberattacks in good time without using AI.

When it comes to security solutions you work closely with partners, with Datwyler for example. What do end users get from this?

The combination of secure networks, secure IT infrastructure on the one hand and first class cybersecurity on the other, makes companies more resilient. They get solutions that can not only respond with protection but also proactively prevent attacks. This saves time, costs and especially nerves.

Thank you Mr Henning. To conclude, a quick look into the future. What threats do you think we'll encounter in the next few years?

More AI-based attacks, targeted attacks on supply chains and cyberattacks on 5G and IoT networks.

If you have an adaptive security strategy today you can be prepared for this. If you wait you run the risk of becoming the next victim.

Thank you for the interesting conversation.

FORTINET

With an integrated portfolio of over 60 products and more than half a million customers, Fortinet is a driving force in cybersecurity development and the convergence of network and security technology. To improve cyber resilience across the world, Fortinet works together with recognised organisations from the public and private sector. The Fortinet Training Institute is one of the largest and most comprehensive training programmes in the industry. FortiGuard Labs, the threat intelligence and research part of the company, develops and uses the latest technologies for machine learning (ML) and artificial intelligence (AI), to promptly provide the best protection and practical threat analyses.



Dieter Rieken
Head of Communications
Germany

Edge computing:

DATA CENTRES – SMART AND MODULAR

Future-proof IT infrastructure solutions
for digital transformation

Digitisation is progressing at a rapid pace – and posing enormous challenges for businesses. With automation, robotics, 5G, the increase of intelligent devices (IoT) and especially the expansion of artificial intelligence (AI), more and more data are having to be analysed, processed and handled. Having enough computing power – anywhere and at any time – has become a central prerequisite for business development. Powerful access nodes, at the edge of the network, right next to the data sources, are important and must nowadays meet the maximum requirements for speed, short latency times, reliability and security.



A Datwyler Multi-Rack SMDC

With its Smart Modular Data Centres (SMDC) Datwyler offers innovative, scalable and future-proof all-in-one IT infrastructure solutions, developed especially for edge computing applications. These pre-configured plug-and-play solutions enable companies to process their data efficiently and securely directly at the point of origin.

From collecting and analysing production data to hosting local AI applications: the SMDC solutions from Datwyler provide a versatile way of covering all modern requirements.

And these solutions also comply with international industry standards for data centres and ensure that each individual component and element can be taken out of service for maintenance or repair without affecting the critical environment or IT processes.

Real-time data processing at the edge

The key advantage of an SMDC is its short latency times: data are processed in near to real time thus guaranteeing fast reactions and optimum performance. At the same time, the operation of the data centre remains independent of the network, enabling local aggregation and storage of critical data. This increases reliability and reduces the risk of data loss.

Every Datwyler SMDC is a complete data centre solution that has been tailored to meet the user's exact requirements – fully integrated and from a single provider. It includes a flexible rack configuration – from a single rack, through multi-rack to larger solutions – with integrated power distribution, an uninterruptible power

supply, an efficient cooling system, fire extinguishing system, blanking panels and sealing strip as well as a data centre infrastructure management (DCIM) system enabling fully remote monitoring and control.

The entire infrastructure can be deployed or relocated within a few hours. Thanks to its modular design, every system has the flexibility to adapt to growing demands ("pay as you grow").



Energy efficiency

An important aspect of the SMDCs is their energy efficiency. The Datwyler solutions are setting new standards with a power usage effectiveness (PUE) value as low as 1.3. This low PUE value is achieved thanks to a highly efficient cooling system, optimised airflow and intelligent energy distribution. This reduces not only energy consumption but also the CO₂ footprint, thus contributing to a sustainable IT strategy.

The focus is always on security: integrated access control with both card and keypad input, intelligent PDUs (iPDUs) for energy management and real-time status monitoring ensure reliable, secure operation.

In short: Datwyler's Smart Modular Data Centre is an ideal solution for companies who, in an increasingly digital world, need powerful, scalable and reliable IT infrastructures. With the SMDC you are opting for a future-proof solution that will provide you with maximum flexibility and reliability. ■



Ralf Fischinger
Head of MarCom Europe
Germany

Surveillance and security:

AI-ASSISTED DRONE

In urban areas, the need for intelligent and efficient infrastructure solutions is greater than ever. In response to this growing demand, Datwyler Middle East has developed an innovative Smart Drone solution specifically designed for new applications in city management, traffic management, public safety and critical infrastructure monitoring.

Real-time aerial surveillance

This solution combines a drone equipped with the latest technology and an extremely compact, fully functional outdoor data centre where the automatically collected data can be processed and evaluated immediately, without delay.

Supported by AI-based analytics, the Datwyler solution enables real-time aerial surveillance and rapid response to emergencies of all kinds. For example, detailed traffic reports can be generated, allowing authorities to respond more quickly to accidents or congestion and adjust their traffic management. The drone's advanced 2D and 3D modelling capabilities also enable highly precise incident assessments, helping to optimise emergency operations and other security measures.

Equipped with state-of-the-art IoT sensors and a variety of cameras, the drone provides reliable real-time visual surveillance. A wide-angle camera with a mechanical shutter allows for high-precision



mapping, while another camera can capture both visible light and thermal images. This allows unauthorised activity and potential threats to be immediately detected, triggering alerts and enabling rapid intervention.

The Smart Drone solution can also contribute to the smooth and safe running of large events, such as in stadiums. Using automated patrol and AI-supported analytics, the drone provides organisers with insights into the dynamics of large crowds – for example, during arrival or at the entrance – and helps them manage visitors as optimally as possible.

High data security

The compact outdoor data centre is a special, mobile version of Datwyler's Smart Modular Data Centre (SMDC). This edge computing solution only processes data locally and is also operated on a private network. This ensures much greater security for sensitive data compared to cloud computing.



Ahmed Abdelaleem

Head of Project Management and Services
United Arab Emirates



Data network technology:

CAT. 7 FLEXIBLE CABLES

with tin-coated braids

With immediate effect, Datwyler is replacing its CU 7702 4P flexible cable, including the industrial PUR, BOL and SHF1 variants, with new versions with tin-coated copper braids – an “upgrade” that will give these patch and connection cables a longer service life and greater corrosion resistance. Cables with tin-coated braids will be identified by the suffix “TC” in their name.

Datwyler's CU 7702 4P Flex cables have individually screened pairs (PiMF) and an additional copper braid as an overall shield. This design ensures optimum NEXT (Near-End Crosstalk) and impedance values, which, in turn, minimises interference and improves signal quality.

These category 7 cables allow data transmission rates of up to 10 gigabit per second, support the transmission of digital and analogue speech, image, multimedia and data signals and are suitable for all ICT network applications up to Class F. And because they are optimised for multimedia applications in the CATV frequency range up to 862 MHz, they allow the transmission of broadband signals such as cable TV. They are also compatible with Power-over-Ethernet (up to 4PPoE) and can therefore be used for connecting wireless access points, for example.

The CU 7702 4P Flex cables come in different colours and cover fire classes D_{ca}, C_{ca} and B2_{ca}. This allows for a wide range of applications in different environments, including office buildings, data centres and industrial installations. The SHF1 cable can also be used in off-shore and marine applications.

The cable sheath is characterised by its improved fire performance (FRNC/LSOH); PVC options to Euroclass E_{ca} are also available on request. The new 5-colour coding of the wires – white/blue, white/orange, white/green, white/brown – helps achieve fault-free installation and efficient network infrastructure management.

You can find the data sheets on the Datwyler IT Infra website.



Ivan Corsini

Product Manager Copper Data
Cables and Industrial
Switzerland

SWITZERLAND

Dätwyler IT Infra AG
Gotthardstrasse 31
6460 Altdorf
T +41 41 875-1268
F +41 41 875-1986
info.itinfra.ch@datwyler.com
ITinfra.datwyler.com

GERMANY

Dätwyler IT Infra GmbH
Auf der Roos 4-12
65795 Hattersheim
T +49 6190 8880-0
F +49 6190 8880-80
info.itinfra.de@datwyler.com
ITinfra.datwyler.com

Dätwyler IT Infra GmbH
Ludwigstraße 47
85399 Hallbergmoos
T +49 811 998633-0
F +49 811 998633-30
info.itinfra.de@datwyler.com

AUSTRIA

Dätwyler IT Infra GmbH
Niederlassung Österreich
Liebermannstraße A02 403
2345 Brunn am Gebirge
T +43 1 8101641-0
F +43 1 8101641-35
info.itinfra.at@datwyler.com
ITinfra.datwyler.com

ITALY

Dätwyler IT Infra S.r.l.
Operational headquarters:
ComoNExT – Innovation Hub
Via Cavour, 2
22074 Lomazzo (CO)
T +39 02 36714-120
info.itinfra.it@datwyler.com
ITinfra.datwyler.com

SPAIN

Dätwyler IT Infra Spain, S.L.
Rambla Catalunya 121, 4º 2ª, Esc. Izq.
08008 Barcelona
T +34 697420950
info.itinfra.es@datwyler.com
ITinfra.datwyler.com

CZECH REPUBLIC

Dätwyler IT Infra s.r.o.
Folknářská 1246/21
405 02 Děčín
T +420 607 037857
info.itinfra.cz@datwyler.com
ITinfra.datwyler.com

CHINA

Dätwyler (Suzhou) IT Infra Co., Ltd.
No. 218, East Beijing Road
Taicang Economic Development Zone
Jiangsu Province, 215413
T +86 512 3306-8066
F +86 512 3306-8049
info.itinfra.cn@datwyler.com
ITinfra.datwyler.com

Dätwyler (Suzhou) IT Infra Co., Ltd.
Shanghai Branch
Room C308, 3F, Tower C, No. 333,
Suhong Road, Minhang District
Shanghai, 201106
T +86 21 3253-2885
F +86 21 6813-0298
info.itinfra.cn@datwyler.com

Dätwyler (Suzhou) IT Infra Co., Ltd.
Beijing Branch
Room 218, Block B, Heqiao Building
No. 8 Guanghua Rd, Chaoyang District
Beijing, 100026
T +86 10 6500-2385
sales.office.bj.cn@datwyler.com

Dätwyler (Suzhou) IT Infra Co., Ltd.
Guangzhou Branch
A, 7 FL, Gaosheng Building
No. 109, Tiyu Rd. W., Tianhe District
Guangzhou, 510620
T +86 20 3879-1200
F +86 20 3879-1105
sales.office.gz.cn@datwyler.com

SINGAPORE

Dätwyler IT Infra Pte. Ltd.
2 International Business Park #03-30/31
The Strategy
Singapore 609930
T +65 68631166
F +65 68978885
info.itinfra.sg@datwyler.com
ITinfra.datwyler.com

UNITED ARAB EMIRATES

Dätwyler Middle East FZE
LB 15, Office 210
Jabel Ali Free Zone
P.O. Box 263480
Dubai
T +971 4 4228129
F +971 4 4228096
info.itinfra.ae@datwyler.com
ITinfra.datwyler.com

Dätwyler IT Infra Solutions LLC
Unit 1003 – 1005, 10th Floor, IB Tower
Business Bay
Dubai
T +971 4 4228129
F +971 4 4228096
info.itinfra.ae@datwyler.com

SAUDI ARABIA

Dätwyler IT Infra
Palmera Building, Office 18, 2nd floor
Prince Abdulaziz Bin Musaid Ibn Jalawi St.
Al Sulaimaniyah District
Riyadh 12223
info.itinfra.ae@datwyler.com
ITinfra.datwyler.com